

Team Hardcore Call Transcription - April 20th, 2017 – Rachael Hunt-Bailey - Finding Your Ah-ha Moment

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00:00:01 Hannah: All right. Sorry guys for the delay. We are live. This is the Team Hardcore call. It is Thursday, April 20th, and you are in the right place. My name is Hannah Weiler. I'm Jenelle's assistant and I'm taking over the call today. She's in the air flying home from California. So I'm going to go ahead and get right into it and introduce our guest speaker for today, but just really quickly if you guys need to know where announcements are or anything like that, make sure you check your coach online office. And then if you have any questions as were going through the call today, we can't see the chat box unfortunately, so make sure you ask your questions in the new name Coach Success page so that we can kind of get to those afterwards. So I'm just going to jump in without further ado. Our guest speaker today is Rachel Hunt-Bailey and I'm looking at my notes because I don't want to forget to say anything. So Rachel is Miss California Legacy 2017. She is going on to compete for Miss United States in June. She is a wife, a full-time elementary school art teacher. She is a competitive figure skater. She actually took forth with her team at nationals in 2015, which she'll kind of talk more about when she gets into her story a little bit. It kind of ties into. She is a Diamond coach and she is celebrating 22 months currently in Success Club and she's already rocking this month as well. So Rachel, I'm going to go ahead and mute myself and present you to everyone and we will get started. Yay! All right.

00:01:39 Rachel: Okay, can you hear me Hannah? Okay. Yay! Okay, thank you so much everybody for waiting. I was having some technical difficulties on my end, but anyway, I'm here now. So I'm going to tell you a little bit about my story and I'm hoping that my ah-ha moment is going to help you have an ah-ha moment as well. So stay until the end of the call because I am going to give you physical calls of action that you can start implementing into your business, but first I'm going to start with my story and my struggle. So even if my struggle, my story doesn't resonate with you because I'm going to talk mostly about how I had to overcome being insecure and not confident. So if you are already a confident person, I'm hoping that maybe this call will help you with your new coaches because a lot of new coaches really struggle with feeling confident in their business. So I'm in a tell you a little bit about my story. So about two years ago I signed up as a coach and I was really...on the outside, like it looked like I was doing a lot of stuff. I was making success club. I had a really awesome Instagram account, that I was spending a lot of time making content for, and I was getting recognized by Jenelle for making Success Club every month, but on the inside I was really

struggling, and I was really struggling to maintain coaches. Like my coaches that I would bring onto the team would stick around for maybe two or three weeks and then they would quit and I just couldn't get past Emerald and it was really, really frustrating me. In about a year into my business, I was like, "I think I'm going to quit," and I went to my husband and I said, "I think I'm going to quit. Like I just can't seem to push past Emerald and I'm watching all these other coaches build amazing teams and I don't know what's wrong with me." And I was kind of expecting my husband to be like, "Okay babe, like I totally understand. Like this business is hard and it's taking a lot of your time so just quit," but instead my husband was like, "Don't quit. Like you've worked so hard to get where you are and you have learned a lot. Keep going." So I heard actually Chalene Johnson say that therapy can really help boost your success. So I thought about that and I was like, "Okay, there might be something to this. I'm going to go to therapy and see if this helps me. I don't know. It's worth a shot." So I went to therapy and just so you know if you haven't read the book *You are a Badass*, I highly recommend it because Jen Sincero, the author of the book, she really explains in layman's terms how the brain operates with a conscious and a subconscious. So your conscious mind is always active. The part of your brain that helps you do math, it helps you stay alert, it helps you find your keys; it's always thinking, always working. Your subconscious mind however, is kind of asleep a little bit during the day and comes really alive at night when you're dreaming. Why is this important? Because when you're a child your conscious mind is not fully developed so anything that you hear you internalize as truth in your subconscious mind. So even if you had the best parents in the world, everything they said to you, you took his truth, even if they were just saying something in jest, as a joke, or they weren't meaning it to hurt your feelings. Sometimes those comments can be internalized and stay with us through our adult life and in our conscious mind we're like, "I want to be successful. Like I want to build a team. I want to rock this business," that our subconscious mind is telling us we can't do it. And so first and foremost, yes do your personal development, but if that's not working I'm going to give you some tips to help you kind of breakthrough your subconscious limiting-self mindsets. So I went to therapy and in therapy my therapist brought up this memory of when I was about 12 years old. So I just want to say first and foremost, I have amazing parents. I love them. They really did the best that they could for me and I would not have asked for different parents at all, but, you know, people say things and people are fallible and my parents even though they may have had the best intentions, some of the things they said to me I internalized as a child with only my subconscious brain, no conscious brain to kind of rationalize through what they were telling me, and I internalized some negative self-beliefs. So when I was 12 I was very, very active in figure skating. Loved it. Like that was my passion. I would say Beach Body, figure skating very equal as far as passion and it was the first time in my life that I had really found something that not only was I good at it, but I loved it. And I would go to the rink and I would skate for about two hours

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every day after school. Well while I was there I was noticing that really the excellent skaters, the skaters who were like top-notch, they were homeschooled and they were skating five or six hours every day and doing her homework in between sessions. And I thought, "What a great idea! I'm going to do that and I'm going to go to the Olympics one day." So I come home and I tell my parents, "Mom and dad, I know what I want to do with my life," by the way, I'm 12. "I want to be homeschooled, take all my homework to the skating rink, skate five or six hours a day, and make it to the Olympics." And I was expecting my parents to be like, "Great idea. Let's do that." And instead my dad kind of furrowed his brows and he took a deep breath and he said, "You know Rachel, Olympic skaters start training when they are four or five years old and they give up their whole entire life to do that and some of those people who train their whole life don't make it. They don't make it to the Olympics. And then what? What are we going to do if we train you for the next 10 years and by that time, you know, it's too late and you don't make it?" Now looking back on that conversation as an adult with a rational brain, I understand now that my parents had the best intentions for me and just so you know, skating costs \$10 an hour just to practice. Like that's just the practice rate. You can't go in your backyard and practice. You can't dance around in your room and practice. You have to be at the skating rink and it does cost money and it costs \$70 for a lesson and I was wanting to skate five hours a day, so do the math. So I can understand now as an adult why my parents were like, "Oh, that's not a good idea." But as a child I'm listening to this conversation and what I'm hearing and what I'm feeling is like, "That's a stupid idea. You can't make it. Known never be successful at that. You could train your whole life and not be successful at that. So don't bother." That's what I heard. That's not what was said to me. So that conversation left me forever kind of doubting my own visions, doubting my own dreams, doubting my abilities to succeed at things and I didn't even realize it that that one conversation that I had with my parents when I was 12 years old was still kind of stuck inside me. So what was happening when I was inviting people to my team? I was worried that they would think I was stupid. I was worried that they were going to think it was a dumb idea that I would never be successful, that they would never be successful, that it wasn't like a traditional 9-to-5 safe thing and that why would they want to do this. So if I'm thinking that when I'm inviting people to my team, like, "Hey come join my team. It's going to be awesome," but on the inside I'm like, "It might be a stupid idea," how am I going to add coaches to my team? I'm not because I wasn't fully confident in myself, I wasn't fully confident in my idea to do this and I wasn't fully confident that I could train them. So even when I did pull people on my team, it was like people who either came to me and said that they wanted to be a coach or I was kind of waiting for like the perfect challenger and then that was like a safe bet. Like ask the person who's in your challenge group, who's doing an amazing job, and so I would ask them to join my team. Here's the problem with that, and there's nothing wrong with doing it that way. We are taught to do it that way. Find your challenge good

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people who are excelling; invite them to become a Beach Body coach. Okay, but let's do the math. Let's say you have five people in your challenge group and you made Success Club 10 this month because you have five challengers. How many of them are rocking it out? Not all five; maybe three, right? So then you ask those three people to become a coach. Maybe one says yes, so maybe you're adding one new coach every month. That's what I was doing. So were going back to my story a little bit and then I'm going to tie some things in at the end to help you start asking more people with more confidence to join your team. I also want to talk to you just for a minute about family units and how family units can really put a role on you or an identity on you or self-limiting mindsets on you without you even realizing it. So it's okay if you come from a dysfunctional family and I think sometimes we shy away from talking about that, especially because when we are raised in those environments, there's kind of a secret rule. Like don't talk about it. Like if you have an alcoholic parent, don't talk about it. If you have a depressed parent, don't talk about it. If you have someone in your family with posttraumatic stress disorder, don't talk about it. So then when we go into our adult lives we don't talk about it, but these things are in some way kind of holding us back with limiting self-beliefs. Simon to talk to a little bit about that and what you can do if you come from dysfunction or if you don't, how you can help your coaches who might come from dysfunction. So the first thing I want you to do is I want you to read this book or just skim it, but *It Will Never to Me*, and it's by Claudia Black. She's a PhD therapist. So I'm not a therapist, but this book really helped me understand childhood roles that develop in dysfunction. So if you are the child of an alcoholic, but say. I'm not picking on this dysfunction, but it's kind of the easiest one to talk about as far as how the roles are planned out. So let's say mom is an alcoholic, dad is a codependent alcoholic; meaning they're not alcoholics, but they're kind of in this codependent relationship. They don't know what to do. What happens with the children is they break off into roles. One become super responsible: the perfectionist. Everything has to be perfect all the time. "I'm the parent now. I'm going to take care of everybody, do everything." Another child will become withdrawn. This the child that wants to be invisible. They don't want to be around when stuff hits the ceiling, right? They don't want to be there. They're always kind of in their room. They're withdrawn. They are the invisible child. Another child might become a clown. "Everything funny, everything's fine. Let's be sarcastic all the time." They don't know how to have a serious conversation. And the last identity is kind of the child who is...what is called the adapter and the adapter child does not know how to make plans because let's say they tell mom and dad, "I want to go to a birthday party on Saturday. My friend Susie, she's turning eight. I want to be there." And mom and dad say, "Okay, we'll take you. Whatever. We'll take you on Saturday." But then Saturday someone is drunk, another parent is trying to deal with that situation. They can't take you to Susie's birthday party. So that child learns, "Don't ever make plans, because you don't know what is going to happen in the future." So those are kind of the roles that breakdown when you come from a

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dysfunctional family and it doesn't have to be alcoholism. My parents...I'm just going to let you know right now...my dad has obsessive-compulsive disorder and he also has posttraumatic stress disorder because he was a Marine in Vietnam. So being raised in that environment I kind of developed to roles. The first was, "Be perfect all the time." Like everything had to be perfect, right? Because if it wasn't perfect, I would hear about it because of my dad's obsessive-compulsive disorder and he would like literally if I was eating dinner and put my plate down for a second, he would pick it up and take it and wash it and clean it and put it away. And so nothing was ever out of order, which was my norm. That was my norm, but I also developed kind of two roles which was, "Be perfect or be invisible." Be the withdrawn child. Like, "If you're not perfect, withdraw." How does this affect our Beach Body business if we are struggling with one of these roles? And it doesn't have to be that you had a parent with major disease, but you can still develop some of these survival mechanisms and develop a role. What happened in my Beach Body business was that everything looked perfect on the outside. I was making Success Club. I was being recognized. I was doing the things that I was supposed to do as a coach, but I also wanted to be invisible at the same time. So I was posting things online, but it was very uncomfortable for me to do that and because I wanted to be perfect or invisible, if it wasn't perfect, I didn't post it. And if I didn't have the perfect thing to say, I wouldn't ask someone to join my team. If I have the perfect challenge group, then I wouldn't invite people to it. So my whole point of this is I want to tell you today to get rid of perfectionism because perfectionism does not exist. You cannot be perfect and that is okay. I want you to try and fail and be okay with that because failing is really the golden key to success. You're going to fail, you're going to try, you're going to fail again, you're going to try, you're going to fail again, and eventually you're going to have an ah-ha moment where things start clicking and all that failure is going to catapult you into success. So kind of my point in this is discover your role in the family and figure out how it's affecting your business, okay? So I'm going to give you some tips that you can apply to your business. Okay, so the first is when you're afraid, act anyway because like I said, I had a lot of self-doubt. I had a lot of fear, but I was doing the actions that needed to be done, right? I was reaching out to people. I was posting online. I was doing my daily activities anyway, even though I was afraid and that's great. That's great advice: do it. That being said, don't be okay with staying afraid, okay? If you're still afraid or things are still uncomfortable for you or there is still something that you hate doing like inviting people to the coaching opportunity, my next tip to you is to seek out some therapy and if you are a teacher or you're military or you're in law enforcement, there are programs out there where you can actually get free therapy. So look into them. Go to your employment. Say, "Do we have an employee assistance program here?" Usually the answer is yes and usually you can get free sessions. So that's one of my solid tips for you. Even if you're like, "Ah, I don't have any problems. There's nothing wrong with me," if you want to move forward in your business, go see a therapist and say, "This is

where I'm getting stuck. Let's break through that together because my personal development is not helping me and I want to succeed at this and I'm not going to take no for an answer and I'm not going to continue to be okay with being afraid." So that is my second tip. Oh, and I'm also providing you with your employee assistance program pamphlet that you should be able to get from your HR rep, okay? At your work or your spouse's work. Okay, write out your doubts and fears. This is going to be big for you. Write them out. Now you've probably read personal development that says, "Write them out and then cross them out." That's something different. What I want you to do is I want you to write them out so that you are conscious about what they are. Spent some time today writing out your limiting self-beliefs. Now what I want you to do is I want you to write down the feelings that come to mind. So let's say one of your limiting self-beliefs is, "I'm stupid." Remember, that was how I felt. When I was a child and I asked my parents if I could be an Olympian and they said, "No, not a good idea," I walked away feeling, "I'm stupid." So therefore Beach Body might be stupid because I don't trust myself, right? Might be a bad choice; I don't know. So I would write out, "I feel stupid," and then the feeling words. "I feel ashamed. I feel embarrassed. I want to hide. I want to be invisible": feeling words. Now I want you to try really hard to think of a childhood moment where you felt the same way because that might be the key that helps you unlock those memories that are preventing you from moving forward in your business. So for example if I say, "I feel stupid and that and that makes me feel ashamed," I'm going to try to remember a childhood memory in which I felt stupid and ashamed and then I'm going to write it out. Take that with you to therapy because it will help you to get further along in your business faster if you can go into your therapist and say, "Look, I already did my homework. I wrote down exactly what my limiting self-beliefs are and I think I already know the childhood memory that we can work on." Ask if your therapist does EMDR therapy. It stands for Eye Movement Desensitization and Reprocessing. So I'm not a therapist, but I'm just going to explain it in layman's terms what it is. When you sleep, your eyes do REM. They move back and forth like this when you're sleeping. I don't know if you've ever watched someone sleep, but you can kind of see their eyelids moving back and forth. They are in a REM cycle. What happens when you are in REM cycle is your conscious mind shuts off, finally. It's been awake all day. It's been telling you, "Where's your keys? You're going to be late. Hurry up." It goes to sleep. Your subconscious mind comes to life. Now you can do this while you're awake. It's not hypnotism. It's not scary. You're fully conscious of what's going on, but what you're doing when you're doing that rapid eye movement is you're telling your conscious brain to shut off and you're allowing your subconscious mind to take over. It's nothing weird. It's nothing hokey pokey. It's not hypnotism. You're fully aware and you can have a conversation with your therapist or with anybody while you're doing this and it will help unlock some of those emotions and it will pull them out. So not only will you discover, "Oh my gosh, all this time I've been doubting myself or feeling stupid," it will get rid of them. And then your therapist

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will say as you're moving your eyes back and forth, your therapist might say, "Okay, I want you to tell me how you felt during that moment." And you're going to say, "I feel stupid. I feel ashamed. I feel embarrassed," and it's not going to be fun; however, once you get through that, you get to rewrite the story. So you get to say things like, "I feel confident. I feel happy. I feel proud of myself. I make good decisions. People want to join my team. People want to hear from me. People want to know what I'm doing." You can rewrite your mind basically when you're doing this rapid eye movement. So if you can't afford therapy, you don't have it for free, you can practice doing this without a therapist. I hope I can say that because I'm not a therapist, but my therapist gave me permission to practice at home. So I put my fingers on my elbows like this and I just back-and-forth and then I move my eyes like this and I say things to myself that I want to hear. "I'm confident. I make good decisions. I'm a rock star Beach Body coach and then helping my subconscious to latch onto those ideas. Instead of always like writing it out and then feeling like walking away from that piece of paper that you just wrote on, "I feel confident. I feel good. I feel amazing," and then you walk away from that piece of paper in you're like, "I still don't want to ask anybody. I feel afraid. I feel scared." This is going to help you get past that. Okay, so one of the last things I want to tell you is perfectionism is not a thing. So if you are waiting to ask people to join your team until you have the perfect Instagram account or you have the perfect Facebook page or you have the perfect challenge group or whatever it is that's holding you back and you're like, "I'm just going to wait until everything's perfect." Don't do that because you're only hurting yourself and nothing is ever going to be perfect. It's just not. You're going to have days when you don't feel like working out. That's going to be your reality probably for the rest of your life. You're going to have days when you have to check into your challenge group and you're like, "I didn't work out today. I have to be honest with them and tell them?" Yes, be honest with them. People want to hear the truth. They don't care. They are not inspired by perfection. People really are not inspired by perfection. They are inspired by struggle and overcoming the struggle and dealing with the struggle. You know why? Because everyone else is doing the struggle too. So when we show up every single day and we're like, "I'm perfect and I've got it all together," we're only hurting our business because we need to be more real and more approachable for people who are like, "But I'm struggling and you seem like you have it all together and I need help and I don't know how to ask you for help because you got it going on girl." So the more real we are with our journey, the easier it's going to be to attract people to us, okay? The uglier your story, the better. Okay, so I'm going to give you some real raw tips on how I started inviting people to my team. Honestly, this...I went to therapy. We worked through that memory of me when I was 12 years old and my parents said, you know, "No, you can't do it. It's not a good idea." After working through that memory which was only like two weeks ago, I added four more coaches to my team in two weeks, four new coaches. So do what I'm asking you to do and go to therapy and if you're not going to go to

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therapy for whatever reason, then do the exercise. You might feel done doing it and that's okay. You can be alone. You can lock yourself in your room, but do it because it will help you. Inviting people to the coaching opportunity: number one, always start with a compliment. Oh, before I tell you that...I'm sorry. One more thing I wanted to tell you about why my business was struggling so much. I was only inviting people to be a coach if they were like a safe person are like it wouldn't hurt to match if they said no. does that make sense? Like I was like, "I'm not going to ask Monica is like amazing and she always looks beautiful and gorgeous and posts these pictures. Like she's intimidating. I'm going to ask the girl who like doesn't have it all together, is really struggling. Like," and so because I was like...in my subconscious mind I think I was like, "It won't hurt as much of that girl tells me no, but it will really hurt at this amazing person says no and then I feel rejected. So I was like picking the people that were easy picks, if you know what I mean. Like the people who either came to me or I was like, "It what really hurt that much if they say no." So I was building my team with people who I knew were going to give up and quit because that's the kind of personality that I was asking. So instead I wanted to ask the people that are super intimidating to you. Like the girl who has got it together. It seems like she's amazing. She's doing all these things. She's an over achiever: that's the girl you want on your team. And it doesn't matter if she doesn't get it yet. So just ask her. Rip it off like a Band-Aid. Just do it and develop that relationship and over time she might join your team and now you have a rock star which she is worth 10 or 20 of those easy picks, right? Of the people who we're like, "They my quit on me in three weeks, but I'm going to ask them anyway." Okay, so inviting people to the coaching opportunity. Number one: compliment her. You see this rock star girl and you want her on your team. So, "Hey Monica, I know this might seem random, but I just think that you would make an amazing Beach Body coach and the reason why is because... you seem like you have it together, you're really genuine, you're a sweet girl and that's what I'm looking for on my team. You seem like you would rock this out." Then I want you to tell her why you think she might want to be a Beach Body coach. Maybe you know what pain point that you can pinpoint and you can say, "I also think that Beach Body coaching would be great for you because it would help you be able to quit that job that you've been talking about that you don't like. You could maybe step away from that job by working Beach Body. And it's okay if you're busy right now. You can be your own boss; you can work your own hours. But is that something you would be interested in talking more about with me?" And then just leave it at that and I let them kind of tell me where they're at and here's what I used to do so don't do this. If Monica came back and said, "You know, I'm really too busy that. Thanks though," I would back down because I was like, "Oh, okay. Maybe she's right. Maybe this isn't like a good fit for her." But now what I do instead is I validate their concern and I answer their objection. You don't have to take people's objection as the end-all, that's the end of the conversation. People are going to have objections; that's human nature. If they have

objections, that's good because it means they're starting to think about it. If she just comes back and says, "No," then you don't know if she has even thought about it at all or how to finish the conversation. But if she comes back with an objection, you've done your job. You did your homework because now she's thinking about it and she's like, "Well, I'm kind of busy. I'm not very fit," this that in the end there. So at least she's thinking about it and you can answer those things. You can say, "I understand that you're really busy. I'm really busy. I work full time. I'm doing pageants. I skate on the weekends, but I find time for Beach Body – an hour a day and you can be your own boss. And maybe you're going to wake up earlier and maybe you're going to turn the TV off at night, but if this is something you want to do girl, I will help you." So don't back down when people have objections. Answered their objections. Okay, so that is all of the tips that I have for you today and I hope that you have found this helpful. If you're a person that's like, "I don't struggle with confidence. That's not really my thing. I came from a perfect family. There's no dysfunction whatsoever," give this training to your new coaches who might be struggling with confidence or who might come from dysfunction or who might not want to ask people to join their team. Because you're a super confident person you might not get where that other coaches coming from that's like, "I just can't. It's so scary." It's because they're struggling with limiting self-beliefs and they need to work through those. Okay, thanks Hannah.

00:30:08 Hannah: Okay, a think I'm presenting to everyone now. Let's see. All right, am I echoing Rachel? Can you tell me?

00:30:12 Rachel: No.

00:30:13 Hannah: Okay, awesome. Thank you so much. That was amazing. I personally have struggled with confidence and limiting self-beliefs of lot and so this kind of opened my eyes to different things that I can do to help move forward. So definitely, like she was saying, if this didn't connect with you, if this training didn't connect with you, it will absolutely connect with someone on your team. So definitely make sure you pass it on. We are recording. Everything should be good now and thank you guys so much for hanging in there with us while we had a few glitches at the beginning. I don't have any questions. I thought I would have a few questions, that I just like it took three pages of notes and so now I just need to look back over them. So all right guys, have an awesome, awesome day. Thank you so much for tuning in and we will see you next week.

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